



San Francisco Lighthouse for the Blind 1980 Annual Report

**A
strong
hand in
community
service
since 1902.**

Since 1902...



Blindness, whether total or partial, can be a serious disability. Since 1902, the San Francisco Lighthouse for the Blind has been working with people who happen to be blind or severely visually impaired, helping to lessen the effect of blindness on their lives.

Late one summer just after the turn of the century, a group of concerned volunteers joined together to establish a library and reading room for blind people. The San Francisco Lighthouse for the Blind has had a hand in community service since that day.

Through the years, the Lighthouse has grown with the community. Programs and services have been continually modified to meet the changing needs of the community. In 1914, "BLINDCRAFT" became the registered trademark for the materials produced in the newly opened workshop of the Association for the Blind — forerunner of today's Lighthouse.

Around the time of the First World War, a committee of the Association's Board of Directors successfully campaigned for legislation which resulted in the virtual elimination of ophthalmia neonatorum, the most common cause of blindness in California at the time.





ater, the first white cane law, which required motorists to stop when a pedestrian

with a white cane was crossing the street, came at the urging of another agency committee. Library programs specifically for blind people in California — and at least three other states — came about with pressure from the old Association.

Meanwhile, classes in crafts as well as saleable skills such as piano tuning, massage, and stenography were offered to supplement the employment opportunities in the “BLIND-CRAFT” shop.

Today, the San Francisco Lighthouse for the Blind is Northern California’s oldest and largest organization serving blind, deaf-blind, and visually impaired people. The programs, services, and other activities outlined on the following pages — as well as the audited financial data that backs them up — speak well of an organization that has had a hand in community service since 1902...

(Clockwise from upper left)

“Workers braid tent ropes for The Great War.”

“S.F. Association programs included a drama group.”

“The incidence of blindness among elderly people has always been high.”

“The bookkeeping office in 1919.”

“An early billboard donated by Foster & Kleiser.”



A hand in community

ORIENTATION and MOBILITY

Number of hours of instruction	899
Number of new clients served	44
Number of clients served	79

In addition to providing Orientation and Mobility instruction to blind and visually impaired clients, the O & M Specialist provided instruction and demonstration of sighted guide techniques to Lighthouse staff members and volunteers; to Counselors at Enchanted Hills Camp; to the Pacific Medical Center Rehabilitation Staff and to the staff of Remedy Home Care Services, among others.



SHELTERED WORKSHOP

Number of Employed Clients	
working during the year	38
Number of hours worked	
by Employed Clients during year	53,800.25
Dollar amount of	
wages paid during year	\$163,180.46
Dollar volume	
of sales during year	\$299,416.70

Nature of disability:

Blind	15
Deaf	2
Deaf Blind	6
Vocationally handicapped in addition	
to blindness	15

VOLUNTEER PROGRAM

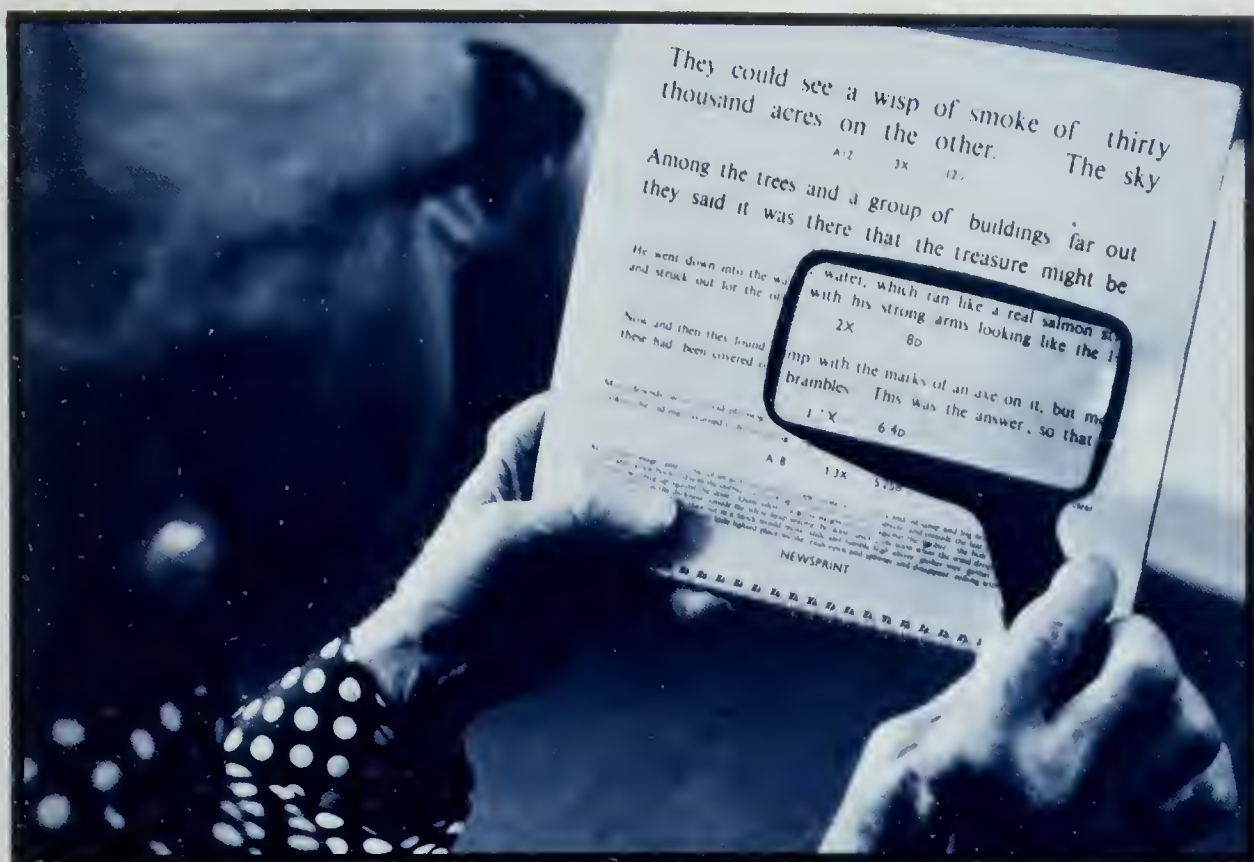
Continuing volunteers	101
New volunteers	50
Volunteer hours worked	20,645*

*This figure does not include the special activities of the Board of Directors or the Lighthouse Auxiliaries

Services were provided to all Lighthouse Departments as well as to clients. Volunteers did taping, typing, tutoring and braille and were readers, sighted guides, sports program aides and camp counselors. They assisted at social events and outings, helped with grounds maintenance at Enchanted Hills Camp, worked in the Lighthouse Store and provided clerical and professional assistance.



service.



LOW VISION SERVICES

New patients seen by	
Ophthalmologist & Coordinator	349*
Follow-up visits	209
Breakdown by age:	
0-21 years	47
22-64 years	128
65-99 years	174

*Note: Total number of new patients includes 324 new patients and 25 returning patients who have not been seen within the past year. Total number counted as "follow-up visits" includes those patients who have been seen within the past year.

A support group for individuals over the age of 55, who have requested counseling regarding adjustment to low vision, was conducted with leadership provided by the Lighthouse Social Services staff, in cooperation with staff of National Association for the Visually Handicapped. Five adults participated in this group which met for a series of ten sessions.

DEAF-BLIND SERVICES

Information and Referral requests	81
<i>Interpreting Services:</i>	
People served	45
Hours of interpreting services	268
<i>Recreation Programs:</i>	
Planned Activities	12
Deaf-blind participants	45
New deaf-blind people attending	8
Volunteers assisting	40
<i>New Program Development:</i>	
Hours of community consulting and inservice training	46
Deaf-blind people active in Lighthouse programs	58

(Clockwise from upper left)

"Orientation and Mobility Instruction teaches travel skills." photo: Karil Daniels

"The Lighthouse Sheltered Workshop has provided jobs since 1914." photo: Phyllis H. Johnson

"Low vision aids help people get the most out of remaining sight." photo: K. Daniels

"Deaf-Blind Services provide interpretive support and other help." photo: K. Daniels

"A Ringling Brothers clown explains himself to a blind child." photo: P. Johnson

Meeting changing needs

ENCHANTED HILLS CAMP

<i>Camp sessions</i>	
Pre-teen Campers (age 6 to 12)	71
Teen Campers (age 13 to 17)	71
Young Adults (age 18 to 35)	78
Adults (age 35 and up)	61
Deaf Blind Adults (age 18 and up)	37
Total participants	315

COUNSELING/ PSYCHOTHERAPY SERVICES

Individuals referred for counseling	35
Counseling interviews	79
Individuals referred to psychotherapy	43
Psychotherapy sessions	147
Individuals referred to community counseling/psychotherapy	44

COORDINATION with COMMUNITY AGENCIES

Number of case conferences or consultations with community agencies	172
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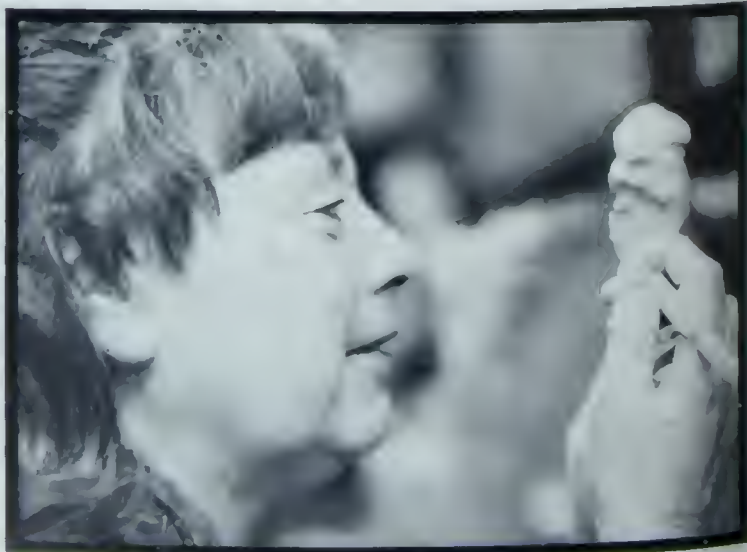
TEAM MEETINGS

Number of Lighthouse Team Meetings	40
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The interdisciplinary Team consists of Lighthouse and community professionals meeting together with the client to evaluate the client's needs and to develop an appropriate plan to meet those needs, through Lighthouse services and/or through community services.

LIGHTHOUSE CENTER

Estimated number of people served during the year	316
Number of new people entering program during the year	26
Attendances at Community College classes	9,956
Meals served	10,301
Persons provided with transportation	109
Trips provided these persons	12,284
Attendances at group recreation activities	2,531





INFORMATION and REFERRAL SERVICES

Requests from:

Persons with visual impairment/hearing impairment	444
Relatives/friends making requests on someone's behalf	252
Professionals and students	374
General public	107

For:

Daily living skills training	83
Workshop employment interviews	39
Orientation and Mobility training	128
Psychosocial counseling	141
Employment counseling/referrals	71
Case coordination	112
Low vision evaluation/Ophthalmological services	48
Medical services	4
Aids and Appliances	150
Recreation/Education services	172
Braille/tape/large print literature	171
Reader/Transcribing services	54
Transportation/Transit Pass/Travel services	79
Housing information	48
Attendant Care/Homemaker/Escort services	48
Social Security/Financial assistance	69
Emergency Housing/Food	32
Client Advocacy	16
Deaf-Blind and Deaf services	9
Personal services	67
Legal services	6
General information about blindness and services	378

Total number of Information and Referral Requests	1925*
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*Individual contacts often include requests for more than one type of service, hence the number of requests is not the same figure as the total number of client contacts.

(Clockwise from upper left)

"A gathering under the redwoods at Enchanted Hills Camp."

"Displays and exhibits expand awareness and supplement Information and Referral."
photo: Phyllis H. Johnson

"Ham radio is among the many special interest classes." photo: Karil Daniels

"Activities help develop talent and self-confidence."
photo: K. Daniels

"The 'Team Approach' to service delivery draws on the skills of many experts." photo: K. Daniels

Direct program costs

YEARS ENDED
SEPTEMBER 30, 1980 and 1979

	D I R E C T P R O G R A M C O S T S						
	SOCIAL SERVICES	VOCATIONAL SERVICES	EDUCATIONAL RECREATIONAL SERVICES	REHABILITATION SERVICES	CHILDREN'S SERVICES	OTHER CLIENT SERVICES	TOTAL
COSTS AND EXPENSES:							
Cost of products sold		\$ 247,994	\$ 742		\$ 871	\$ 40,756	\$ 290,363
Staff and benefits	\$ 124,358	365,584	165,664	\$ 43,842	54,920	107,954	862,322
Occupancy	2,472	29,476	31,212	24	11,521	25	74,730
Equipment	999	13,800	9,360		3,639	2,352	30,150
Communications	1,096	10,692	7,753	220	1,123	7,654	28,538
Travel	2,145	321	1,440	4,728	760	499	9,893
Vehicles			5,594	859	2,111	14,181	22,745
Food service	247	3,372	18,317		21,442	19,852	63,230
Client transportation						7,289	7,289
Depreciation	876	10,923	21,645		2,022	8,057	43,523
Insurance			1,673		1,964		3,637
Outside/professional services	3,003	4,914	2,757	3,126	843	2,189	16,832
Program supplies	300	49	13,016	309	6,050		19,724
Public mailings			710				710
Office supplies	931	5	2,005	11	289	652	3,893
Other	529	5,140	1,248	14,622	1,968	1,848	25,355
Total costs and expenses	<u>136,956</u>	<u>692,270</u>	<u>283,136</u>	<u>67,741</u>	<u>109,523</u>	<u>213,308</u>	<u>1,502,934</u>
PROGRAM REVENUES:							
Sheltered workshop sales		299,598					299,598
Lighthouse store sales						46,969	46,969
Camp store sales							
Fees for services	<u>1,389</u>	<u>3,198</u>	<u>14,531</u>	<u>22,798</u>	<u>10,418</u>	<u>6,430</u>	<u>58,764</u>
Total program revenues	<u>1,389</u>	<u>302,796</u>	<u>14,531</u>	<u>22,798</u>	<u>10,418</u>	<u>53,399</u>	<u>405,331</u>
EXPENSES (IN EXCESS) OF PROGRAM REVENUES							
	(135,567)	(389,474)	(268,605)	(44,943)	(99,105)	(159,909)	(1,097,603)
PUBLIC SUPPORT							
EXCESS (DEFICIENCY) OF PROGRAM REVENUES AND PUBLIC SUPPORT OVER EXPENSES							
	(135,567)	(389,474)	(268,605)	(44,943)	(99,105)	(159,909)	(1,097,603)
INVESTMENT INCOME							
OTHER INCOME							
EXCESS (DEFICIENCY) OF REVENUES OVER EXPENSES							
	<u>\$(135,567)</u>	<u>\$(389,474)</u>	<u>\$(268,605)</u>	<u>\$(44,943)</u>	<u>\$(99,105)</u>	<u>\$(159,909)</u>	<u>\$(1,097,603)</u>

& support services.

S U P P O R T S E R V I C E S

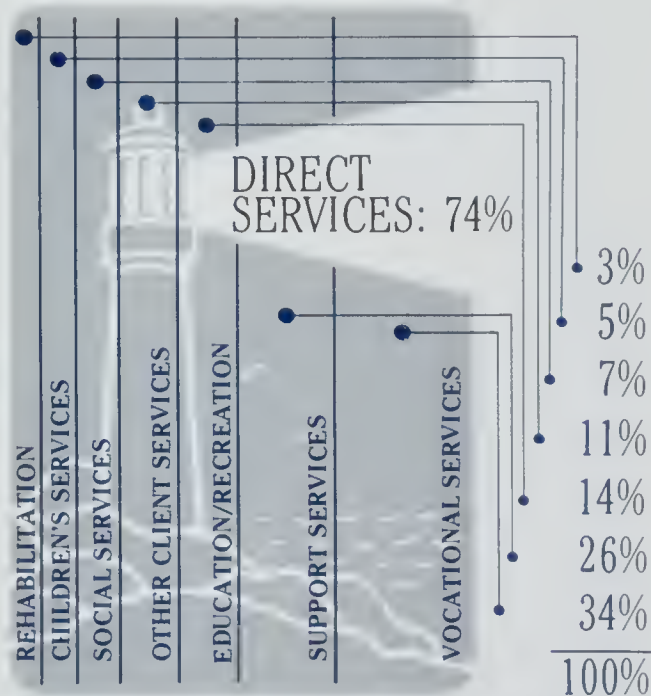
COMMUNITY RESOURCES	FINANCE AND ADMINISTRATION	MANAGEMENT	TOTAL	GRAND TOTAL 1980	GRAND TOTAL 1979
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\$ 71,025	\$ 150,901	\$ 38,345	\$ 260,271	\$ 290,363	\$ 280,542
	81,095		81,095	1,122,593	906,282
611	5,252	37	5,900	155,825	69,133
1,730	9,601		11,331	36,050	33,046
2,166	366		3,748	39,869	28,064
		1,216	3,748	13,641	13,011
		5,611	5,611	28,356	21,079
	174	3,068	3,242	66,472	49,057
				7,289	3,929
699	9,624		10,323	53,846	50,029
	26,532		26,532	30,169	25,599
18,260	15,560	9,435	43,255	60,087	44,870
1,572			1,572	21,296	16,713
51,162			51,162	51,872	39,664
930	11,819		12,749	16,642	9,081
931	3,379	1,045	5,355	30,710	26,641
149,086	314,303	58,757	522,146	2,025,080	1,616,740

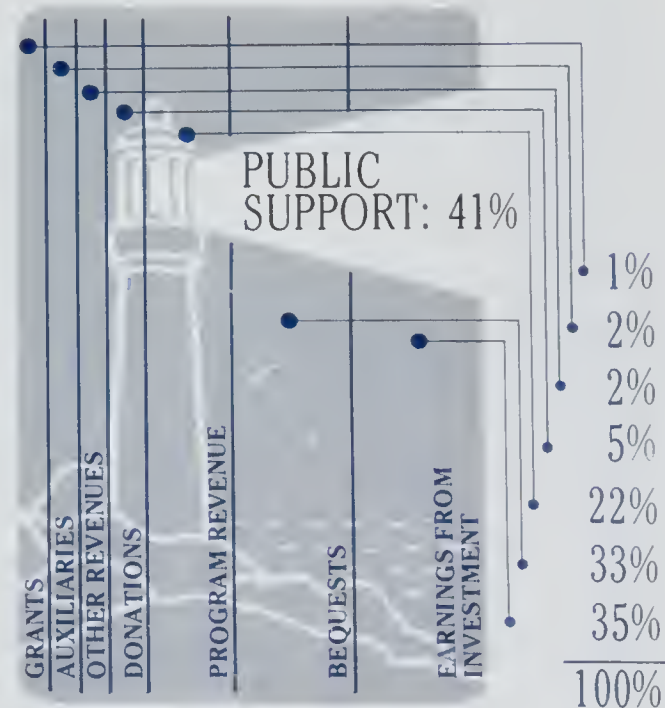
				299,598	246,715
				46,969	28,498
					2,911
				58,764	33,061
				405,331	311,185

(149,086)	(314,303)	(58,757)	(522,146)	(1,619,749)	(1,305,555)
772,023			772,023	772,023	954,886
622,937	(314,303)	(58,757)	249,877	(847,726)	(350,669)
	632,827		632,827	632,827	481,034
	27,139		27,139	27,139	19,648
\$622,937	\$(345,663)	\$(58,757)	\$909,843	\$(187,760)	\$150,013

Of 1980 Expenses — Direct Services=74%



Of 1980 Revenue — Public Support=41%



Balance Sheet.

SEPTEMBER 30, 1980 AND 1979

ASSETS

CURRENT ASSETS:

Cash and short term investments:

Available for general purposes	\$ 308,384	\$ 223,926
Restricted by donors	353,759	418,989
Designated by Board of Directors	216,268	184,191
	<u>878,411</u>	<u>827,106</u>

Receivables:

Customers	29,427	40,518
Notes	11,835	140,810
Other	157,941	2,959
	<u>199,203</u>	<u>184,287</u>

Prepaid expenses and other assets	28,629	31,667
Inventories	145,838	119,437

Total current assets	1,252,081	1,162,497
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PROPERTY, PLANT, and EQUIPMENT, AT COST,

LESS ACCUMULATED DEPRECIATION (Note 2)	1,132,298	938,997
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DESIGNATED and RESTRICTED PORTFOLIOS (Note 1 and 3)	4,359,530	4,876,134
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	<u>\$6,743,909</u>	<u>\$6,977,628</u>
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LIABILITIES AND FUND BALANCE

LIABILITIES — ACCOUNTS PAYABLE and ACCRUED EXPENSES	\$ 99,634	\$ 145,593
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FUND BALANCE:

Restricted by donors	1,631,496	1,750,635
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Designated by Board of Directors	3,298,061	3,728,679
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Invested in property, plant, and equipment	1,132,298	938,997
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Available for general purposes	582,420	413,724
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Total fund balance	<u>6,644,275</u>	<u>6,832,035</u>
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	<u>\$6,743,909</u>	<u>\$6,977,628</u>
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Statement of revenues & expenses & changes in fund balance.

YEARS ENDED SEPTEMBER 30, 1980 AND 1979

REVENUES:

Sale of products and fees for services	\$ 405,331	\$311,185
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Direct public support	729,881	923,716
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Indirect public support—Auxiliaries	42,142	31,170
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Investment income (Note 4)	632,827	481,034
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Other	27,139	19,468
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EXPENSES:

Direct program costs	1,502,934	1,255,818
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Public information and fund raising	149,086	114,944
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Finance and administration	314,303	198,782
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Management	58,757	47,196
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	<u>2,025,080</u>	<u>1,616,740</u>
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EXCESS (DEFICIENCY) OF REVENUES OVER EXPENSES	(187,760)	150,013
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FUND BALANCE, BEGINNING OF YEAR	6,832,035	6,682,022
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FUND BALANCE, END OF YEAR	<u>\$6,644,275</u>	<u>\$6,832,035</u>
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See notes to financial statements

Notes to financial statements.

NOTE 1— SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization and General Accounting System. The San Francisco Lighthouse for the Blind is a not-for-profit organization exempt from Federal and State income taxes. The accounting records are maintained, and the accompanying financial statements have been prepared, on the accrual basis in all material respects in accordance with the system prescribed for voluntary health and welfare organizations, except that contributions and bequests are not recorded until they are received.

Accounts Receivable. No provision has been made for bad debts as management believes all receivables are fully collectible.

Notes Receivable. Notes receivable represents notes from third parties gifted to the Lighthouse.

Inventories. Inventories are valued at cost on the first-in, first-out basis, or market, whichever is lower. Inventories consist principally of planters and brooms.

Investments. Securities purchased are recorded at cost and securities donated are recorded at their fair market value at the date of the gift.

Contributions. Contributions are considered to be unrestricted and available for general use unless they are specifically restricted by the donor as to purpose. Earnings on restricted donations are considered available for general purposes unless otherwise restricted by the donor.

NOTE 2— PROPERTY, PLANT, AND EQUIPMENT

Purchased assets are carried at cost and donated assets are recorded at their fair market value at the date of the gift.

Buildings include a building at 1097 Howard Street, San Francisco, recorded on the books at \$136,408. This building was bequeathed with the restriction that it be used as a "blindcraft building for furnishing employment to the blind". Should the building cease to be used for that purpose or should the property be mortgaged or encumbered in any way, title to the property will pass to a third party.

Property, plant, and equipment is summarized as follows:

	1980	1979
Land	\$ 242,344	\$ 227,093
Buildings	864,363	612,293
Equipment	335,184	322,616
	<u>1,441,891</u>	<u>1,162,002</u>
Less accumulated depreciation	309,593	223,005
	<u>\$1,132,298</u>	<u>\$ 938,997</u>

Depreciation expense for the years ended September 30, 1980 and 1979 amounted to \$86,726 and \$74,747, respectively, and was computed using the straight-line method over the following estimated useful lives:

Buildings	5-20 years
Equipment	3-15 years

The Lighthouse leases operating and administrative space. The lease provides that the Lighthouse pay utilities, increases in property taxes, and certain other operating expenses applicable to the leased property. Annual rental payments under the lease as of September 30, 1980 are as follows:

Year ending September 30:	
1981	\$ 54,000
1982	60,480
1983	66,960
1984	66,960
	<u>\$248,400</u>

NOTE 3— DESIGNATED AND RESTRICTED PORTFOLIOS

The Board of Directors has designated certain assets to be invested with the earnings therefrom to be used to fund services and programs. Also, in some instances the donors have restricted their contributions or bequests for specific purposes.

The cost and market value of designated and restricted portfolios at September 30, 1980 and 1979 were as follows:

	1980		1979	
	Cost	Market	Cost	Market
Designated:				
Cash	\$ 117,896	\$ 117,896	\$ 18,547	\$ 18,547
Securities	2,963,897	3,128,570	3,525,941	3,983,244
	<u>3,081,793</u>	<u>3,246,466</u>	<u>3,544,488</u>	<u>4,001,791</u>
Restricted:				
Cash	60,694	60,693	18,797	18,797
Securities	1,217,043	1,139,672	1,312,849	1,172,995
	<u>1,277,737</u>	<u>1,200,365</u>	<u>1,331,646</u>	<u>1,191,792</u>
	<u>\$4,359,530</u>	<u>\$4,446,831</u>	<u>\$4,876,134</u>	<u>\$5,193,583</u>

NOTE 4— INVESTMENT INCOME

Investment income for the years ended September 30, 1980 and 1979 is summarized as follows:

	1980	1979
Interest and dividend income:		
Designated and restricted portfolios . . .	\$440,537	\$422,556
Other	91,188	74,590
Net gain on transfer of securities	147,264	
(Loss) on sale of securities	(21,738)	(6,500)
Other	4,678	13,217
Investment expenses	(29,102)	(22,829)
	<u>\$632,827</u>	<u>\$481,034</u>

A transfer of securities was made during the year ended September 30, 1980 between the restricted and designated portfolios and was recorded at the fair market value of the securities on the date of the transfer. As a result of the transfer, the Restricted Portfolio recorded a loss of \$51,476 and the Designated Portfolio recorded a gain of \$198,740.

NOTE 5— PENSION PLAN

The Lighthouse has a pension plan which covers substantially all its staff as well as clients employed in the sheltered workshop. The pension expense for the years ended September 30, 1980 and 1979 was \$95,580 and \$66,000, respectively, which includes amortization of prior service cost over 30 years. The unfunded accrued liability as of July 31, 1980 was \$280,745. The amount of the excess, if any, of the actuarially computed value of vested benefits over the total of the net assets of the Plan is not available.

Accountants' report.

The Board of Directors
San Francisco Lighthouse for the Blind:

We have examined the balance sheet of the San Francisco Lighthouse for the Blind (a not-for-profit organization) at September 30, 1980 and 1979, and the related statement of revenues and expenses and changes in fund balance for the years then ended. Our examinations were made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the financial statements referred to above present fairly the financial position of the San Francisco Lighthouse for the Blind at September 30, 1980 and 1979, and the results of its operations and changes in fund balance for the years then ended, in conformity with generally accepted accounting principles applied on a consistent basis.

John F. Forbes & Co.

San Francisco, California
November 12, 1980

John F. Forbes & Co.



San Francisco Lighthouse for the Blind

1155 Mission Street • San Francisco, California 94103 • Telephone 415/431-1481



*The Lighthouse now serves more blind individuals with multiple disabilities than ever before
Here a client who is both deaf and blind communicates with sign language photo: Jack R. Soares*

BOARD OF DIRECTORS

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Peninsula Lighthouse
Mrs. Edwin Johnson
Davis-Dixon Enchanted Hills
Mrs. Herman Pistor

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Executive Director
Mrs. Joan Liesener
Director, Administrative Services
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Director, Educational/Recreational Services
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Program Manager, Children's Services
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Supervisor, Social Services